Vol. II, No. 6, June 1961

EFTA Bulletin

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EUROPEAN FREE TRADE ASSOCIATION

(Foto Lindhard)

GREENLAND — NOW PART OF EFTA (See P. 8 and 9)

Contents

★ THE EUROPEAN SCENE 3

★ EFTA MINISTERIAL MEETING 3

★ MR. MAUDLING CALLS FOR MULTILATERAL SOLUTION 4

★ EFTA'S CONSULTATIVE COMMITTEE MEET IN LONDON 5

★ GATT TARIFF NEGOTIATIONS 5

★ EXPORT PROMOTION INSIDE EFTA 6
National Policies differ widely.

★ GREENLAND INCLUDED IN EFTA 8

★ ECONOMY IN TRANSITION 8
By J. O. Krag, Foreign Minister of Denmark.

★ FACTS ABOUT GREENLAND 8

★ PATTERNS OF PRODUCTION AND TRADE — COCOA 10

★ THE STOCKHOLM CONVENTION EXAMINED 11
Part 4 — Area Tariff Treatment.

★ EFTA ASSOCIATION OF COMMERCE 13

★ FORMAL DECISIONS OF THE COUNCIL 14

★ DIRECTION OF EFTA'S TRADE IN 1959 AND 1960 15

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THE EUROPEAN SCENE

AT their meeting in Geneva in February 1961, the Ministers of the European Free Trade Association "*noted with satisfaction that, in the Communiqué issued on 11th February, the Heads of State and of Governments of the EEC have proclaimed their intention of trying to find a solution of the problems resulting from the existence of two economic groups in Europe. Given this will, such a solution can be found. For their part, they are ready to begin negotiation with the Members of the European Economic Community whenever they wish. They therefore welcome the contacts between representatives of the United Kingdom and of countries of the EEC to explore the basis for future negotiations between all the countries concerned.*"

This initiative was warmly welcomed by public opinion in the member countries of the European Economic Community as well as in the United States.

Heading its comment on foreign affairs, "*The Seven hold out a hand*", the French paper *Le Monde* spoke of the "*enormous difficulties*" to be overcome and wrote : "*These obstacles might disappear at last if there were a definite political desire to do away with the wait-and-see attitude. No such tendency has made itself felt yet, least of all in France.*"

The statement by Mr. Edward Heath, Lord Privy Seal, in the Western European Union on 27th February, 1961, fully in the spirit of the Geneva communiqué, aimed at restarting the discussions. The *New York Journal of Commerce* of 1st March 1961 made the following comment on his statement: "*The offer, which was part of an over-all settlement suggested by Britain, is understood to have been made with the idea of breaking the virtual stalemate that has existed since December 1958. At that time, France refused to go along with the formation of an 18-nation European Free Trade Area as Britain desired.*"

At the beginning of April, the British Prime Minister, Mr. Harold Macmillan, flew to Washington for talks with Mr. John Kennedy, the newly elected President of the United States. The President showed great understanding and sympathy for the efforts being made to avoid a lasting schism in Europe.

In the *New York Times* of 12th April 1961, Mr. James Reston commented on these talks as follows : "*Washington has been urging Britain to consider the political and economic consequences of the continued division of Europe into the Common Market and the European Free Trade Association.*"

On 24th April, the Swedish Minister for Trade, Mr. Gunnar Lange, addressed the Committee of Ministers of the Council of Europe in Strasbourg on the subject of the European problem. In concluding he declared : "*We do not believe that an agreement has necessarily to be based on the orthodox free trade area principles. That is past history. As has recently been pointed out by the United Kingdom Government, we can, I believe all of us, to some extent accept a harmonization of tariffs, although we must not lose sight of the desirability of maintaining a low tariff level so as not to damage the interests of countries outside the European market.*"

Replying to a question in the House of Commons on 25th April, Mr. Macmillan stated : "*We are actively engaged on seeking a solution of the differences between EFTA and the EEC. I was encouraged by my exchanges with President Kennedy. Certainly we shall not slacken our efforts... I have always felt that we should pursue at least for the time being the informal discussions that are now going on. I should be very unhappy if formal discussions were started and led to no result. That I think would have a very bad effect for Europe as a whole.*"

The contacts between representatives of the United Kingdom and of countries of the EEC, which the EFTA Ministers had welcomed in February, have continued. After the meeting between French and British officials on 2nd-3rd May, the diplomatic correspondent of the Financial Times reported : "*The most important result of the Anglo-French experts' talks on the European trading problem which finished in London yesterday is that the two sides now appear genuinely convinced that the other wants a solution. The main topic during the two-day discussions was agriculture and the effects which British membership of the Common Market would have on the British farmer and the Commonwealth. The official communiqué described the conversations as 'friendly and constructive' and added that useful progress had been made 'in clarifying the issues'.*"

The world press followed these events with the greatest interest. A number of commentators inferred from them that the United Kingdom was about to join the European Economic Community.

Mr. P. Drouin, writing in *Le Monde* on 7th May, had this to say on the subject : "*If one wants the Common Market to be something other than a trading area in which goods move freely, and to lead to a true economic, and then political, integration of Europe, the agricultural problem cannot be shelved.*

Agriculture thus manifestly presents an enormous obstacle in the way of Britain entering the Common Market. The removal of this obstacle, will not be among the least exacting of the Herculean labours which

EFTA MINISTERIAL MEETING

London 27th - 28th June

The fourth meeting of the EFTA Council to be held at Ministerial level since the Association was established in May 1960, will take place in London on 27th-28th June.

Mr. Reginald Maudling, President of the United Kingdom Board of Trade, and Chairman of the Council during the first half of 1961, will preside at this meeting, which is being held at Lancaster House, on the invitation of the British Government.

Previous meetings of the EFTA Ministerial Council have been held at Lisbon, in May 1960, Berne, in October 1960, and Geneva, in February 1961.

Mr. Maudling Calls for Multilateral Solution

From the speech by Mr. Reginald Maudling, President of the Board of Trade and Chairman of the EFTA Council, at the luncheon for the EFTA Consultative Committee, in London on 9th May, 1961.

It would, of course, be the simplest solution to the European economic problem if either the Treaty of Stockholm could be extended to include the European countries outside the Seven, or the Treaty of Rome could be extended to include all countries outside the Six. But this simple solution is, we know, not practicable. The Six feel that to extend the Stockholm Convention in this way would endanger the progress towards unity that they are themselves endeavouring to make. We, on our side, for differing reasons, cannot accept the Treaty of Rome as it stands. Therefore, a solution must be found that lies somewhere between the two, a solution which does not jeopardise the interests either of the members of the Community or of the member countries of the EFTA. Such a solution is bound to be complicated because different countries have different problems. We, for example, have our special Commonwealth problem, while some of our friends have particular political or constitutional inhibitions. But there is no reason why this should make the solution impossible. Both the Treaty of Stockholm and the Treaty of Rome contained certain provisions designed to meet individual countries' special problems. It should be possible to make special provisions to meet the difficulties of individual countries so long as there is goodwill and determination to agree and so long as the objective is in principle a multilateral European system which will strengthen both the economic and political unity of Western Europe.

THE EUROPEAN SCENE

(Continued from page 3)

the negotiators will face if England finally decides to sign the Treaty of Rome."

Finally Mr. Max Petitpierre, Swiss Federal Councillor, in an important speech delivered on 7th May, and Mr. Macmillan two days later, made clear the basic conditions for any future negotiations to be successful :

" *If negotiations follow up the present bilateral talks, they will probably be lengthy. EFTA will therefore retain all its value and importance. It must go on developing and consolidating. Never has the existence of the Association been so necessary : first of all to enable the Member States to compare their points of view and to find out whether a ' rapprochement ' with the Six is indeed possible for each of the countries concerned, and in what new way each could take part in the economic integration of the Continent. Besides when you negotiate, seven are stronger than one.* "

" *For the time being, I see no reasons for anxiety. On the contrary, I believe that as certain paths that could lead to a rapid and general agreement between the EEC and EFTA seem blocked, it is useful to try to find others that will help us reach the same objective: to put an end to an economic schism which, under present world conditions, is an absurdity.* "

" *It is encouraging to see that economic integration and the relations between the Six and the Seven are being discussed more calmly than before, and in more realistic terms. It is therefore not vain to hope that an effective political desire will lead to a solution which, while contributing to the unity of Europe, would at the same time take account of its diversity.* "

In the House of Commons on 9th May, 1961, in reply to a question, Mr. Macmillan said :

"*As has been made quite clear, both in this House and outside, satisfactory arrangements in respect of the interests of British agriculture, our fellow members of the Commonwealth and our partners in the European Free Trade Association are a pre-condition of any close association with the European Economic Community.*"

Opening a foreign affairs debate in the House of Commons on 17th May, 1961, Mr. Edward Heath (Lord Privy Seal) said that the problem with which we have to deal in Europe was a fundamental one —the question of what were to be the relation of Great Britain, the Commonwealth and the EFTA partners with the new Europe. It was the one great issue of our time, he said and gave firm assurance that Britain would not abandon her EFTA partners in any way. It would be deplorable if EFTA were to disintegrate because some member were looking for a solution of his own without thought of his partners. But he pointed out that if EFTA eventually disappeared because we had each reached a solution that set us in a wider Europe, then EFTA would indeed have achieved its purpose.

The Seven have thus shown an unflinching desire to reach a solution acceptable to all members. They have also shown great flexibility and an entirely non-dogmatic approach. Their fundamental aim is to establish a single great European common market of more than 300 million consumers and to create a Europe united in its diversity.

EFTA's Basic Objectives

EFTA's aim is to achieve free trade in industrial goods between the seven countries and to enable their trade in agricultural and marine products to expand. The Member States are determined:

(i) to do all in their power to bring about an accommodation between the Seven and the Six, in order to achieve a single market and the closest economic cooperation in Western Europe;

(ii) by preserving the unity and increasing the economic strength of Europe, to enable it to contribute to the expansion of world trade and so assist the newly developing countries.

EFTA'S CONSULTATIVE COMMITTEE MEET IN LONDON

THIRTY-FIVE leading industrialists, trade unionists and other personalities from the EFTA countries came together in London on 9th-10th May for the first meeting of the EFTA Consultative Committee. Mr. Reginald Maudling, President of the United Kingdom Board of Trade and present Chairman of the EFTA Council, presided over the discussions of the Committee. which produced a number of constructive ideas for the strengthening of EFTA. Apart from the formal discussions, the meeting provided an opportunity for informal exchanges of views with diplomatic representatives of the EFTA countries, the heads of the permanent delegations to EFTA, senior British officials and representatives of industry and the press.

At a press conference after the meeting Mr. Reginald Maudling commented :

" I was a little apprehensive how things would go—it was the first time the Committee had met—but there is no doubt it went extremely well. Everyone agreed that the discussions were useful. "

Mr. Maudling, who had chaired the meeting, said he thought the delegates had arrived with a great deal of apprehension about the British attitude but that the meeting itself had served to clear the position quite satisfactorily.

On the first item discussed by the Committee, the development of the European economy and relations between the Seven and the Six, there was, Mr. Maudling continued " general agreement that what we are seeking is a multilateral solution to the problem of Europe although it was recognised that many countries have their own special, different problems. At the same time it should be possible to encompass these within a multilateral system. "

" I explained to the Committee in some detail the activities of the British Government and our attempt to find a basis for negotiation, and it was agreed by everyone that there must be full consultation between the member countries of EFTA before any actual negotiations start for a European solution. "

Asked exactly what he meant by consultations, Mr. Maudling replied : " The purpose of consultation would be that we could explain to one another what are our essential requirements. I think the best answer I can give you is to refer to what the Prime Minister (Mr. Macmillan) said yesterday (9th May)—that a pre-condition of any closer association with the Community would be satisfactory arrangements in respect of the interests of British agriculture, our fellows members of the Commonwealth and our partners in EFTA. I imagine that the purpose of any consultation would be to agree amongst ourselves what are the interests involved. "

No Difficulties Reported

Commenting on the other subjects dealt with by the Committee—industrial development of EFTA and social and labour problems—Mr. Maudling said that in each case the Committee was concerned with developments both to date and in the future. Taking the industrial side no one had any reports to make of difficulties in the initial stages. Several members had made suggestions for strengthening the industrial cooperation of EFTA in a wide range of matters. The President added : " There was a good deal of discussion of acceleration and everyone agreed this was one of the most important subjects for the Ministerial Council to keep working on. "

A number of other suggestions were made, for example, the freeing of capital movements, international agreement on standards of testing of products, improving the arrangements for drawback, and other technical matters.

Four delegates to EFTA's Consultative Committee (left to right): Mr. Heinrich Homberger, Board of Swiss Union of Commerce and Industry; Mr. H. C. Winkelmann, Director, Swiss Forestry Association; Professor Max Weber, National Councillor, Zürich; and Conde de Caria, President, Portuguese EFTA Study Group.

On labour and social questions there had, Mr. Maudling thought, been general agreement that no difficulties arose on the employment side from the implementation of EFTA. A number of suggestions were put forward for strengthening cooperation in EFTA, for example, exchanging information on training and retraining for skilled labour.

In answer to questions about the form a solution to the European problem might take, Mr. Maudling stressed the need for a multilateral agreement as opposed to a series of bilateral agreements. Economic unity between the European countries would, he said, lead to much closer political unity. To solve the economic problems was going to be difficult and if there were no real desire to do so it would be impossible. But " none of the economic problems is insoluble so long as there is a genuine desire to reach an agreement. "

GATT Tariff Negotiations

On 29th May the general (or « Dillon ») round of tariff negotiations opened in Geneva. This was the second phase of the 1960-61 Tariff Conference, the first having been largely concerned with the re-negotiations with the European Economic Community, under the terms of Article XXIV, paragraph 6.

The second phase of the Tariff Conference is providing an opportunity for new negotiations to reduce trade barriers through multilateral techniques. Many countries, including those responsible for a major share of world trade, are participating. In addition, a number of countries that are not yet contracting parties to the GATT are taking part in the general round with a view to acceding to the GATT as full members after the negotiations.

EXPORT PROMOTION INSIDE EFTA...

COUNTRIES of the European Free Trade Association are going about the business of selling their goods to each other in widely different ways—and with markedly different degrees of enthusiasm. A recent special enquiry among Government, diplomatic and business representatives of all seven countries and Finland showed that there is as yet no common policy on using export publicity to take advantage of the tariff conditions created by EFTA.

Broadly speaking, as this survey shows, two general attitudes towards selling to EFTA neighbours emerged—one British and the other Continental. But more detailed questioning of trade and Government officials of the eight countries concerned—the results of which appear at the end of this article—showed that each nation takes a strongly individual stand on telling its EFTA partners about what it has to sell.

The progressive reduction of tariffs and removal of quantitative restrictions on trade between the EFTA countries create new incentives to undertake export promotion. The results of an outside enquiry, specially undertaken for the EFTA Bulletin, are published herewith. The study reveals some of the forms which export promotion activities are taking in Member countries.

British officials, of whom a large number were questioned, express a greater interest in the need for export publicity in general, particularly on an official level, and for a specific EFTA campaign in particular. Most of the other members, on the other hand, take the attitude that exporting is a natural activity in which their industrialists always have and always will engage, whatever the market area.

While all countries are showing strong interest in the special opportunities expected to come from increased tariff cuts this summer, the enquiry found little evidence that EFTA's potential is producing a more agressive sales effort than that under way in other markets. There also seems to be a tendency on the part of European members to regard Britain as part of the home market, which is absent in the British attitude to EFTA.

Among those members who show a fairly strong interest in the new low-tariff opportunities created by EFTA, there is a tendency to concentrate attention on Britain as the largest opening market. This attitude is supported by Britain's large population, comparatively high living standard and previously high tariffs. A Swiss spokesman, for instance, expected his country to find far more commercial openings in the previously high-tariff markets of Britain than British exporters would find in Switzerland, whose import duties have long been comparatively low.

This matter of tariffs, the main, obvious attraction to increased trade with fellow members of EFTA, has rather a special application for the British market. Her situation on the " wrong " side of the Channel makes transport costs often prohibitively high for the smaller European exporters in particular. The new low tariffs of the Stockholm Convention, however, will create enough leeway for selling on the British market to become suddenly profitable for many manufacturers. This is one of the important reasons for the marked interest shown by other members in the British market and accounts for the fact that marketing promotion is being heavily concentrated in Britain.

New Concepts of Quality

The enforced absence of many European products from the British market in recent years has resulted in a widespread lack of information and recognition, compared with that enjoyed both by domestic goods and highly publicised American imports. While Britain is actively promoting in Europe the idea that all British design is not " old-fashioned ", there remains in many corners of British commerce the conviction that some European industrial products are not up-to-date either. Continental leadership in consumer goods design is admitted but thorough workmanship and modern technical developments, particularly in machinery, are often thought to be a field in which the Continent cannot touch Britain. Thus both sides appear to be faced with a problem of communication.

Suggestions about solving this problem show little evidence of a belief that its solution is more important to EFTA than to trade in general. Trade fairs, exhibitions and exchanges are aimed more at publicising the particular country in all foreign markets than in EFTA alone.

Another impression which emerged from the enquiry, which may be largely responsible for the first attitude, is a feeling among member countries that EFTA has as yet little corporate consciousness. One or two spokesmen, although anxious to emphasise that there were " no complaints ", suggested that very little money was spent in general EFTA publicity compared with that spent on efforts made by the Common Market, and that a central source of information on exchanges would be a valuable addition to the EFTA machinery.

An informal organisation which may well fill this purpose is being formed by the Chambers of Commerce of all the member countries who want to provide a centre where all members may establish liaison, study the lines of approach most profitable to the Association as a whole and generally provide more sense of cohesion among the EFTA countries.* A spokesman for the Associated Chambers of Commerce in Britain, describing the new organisation, suggested that " EFTA as an idea is only now beginning to take shape " in the minds of its member Governments and business communities.

Another organisation for central EFTA co-operation is the newly formed EFTA Action Committee, with an international centre as well as a branch in each member country. No concrete programme will be decided by this body before its meeting in June, but a British representative suggested exhibitions and an advertising campaign as possible future moves for making member countries " EFTA-conscious ". He emphasised, however, that his Committee wants to avoid overlapping the existing activities of trade, export and Government organisations.

* See page 13.

...NATIONAL POLICIES DIFFER WIDELY

AUSTRIA

The most notable feature of Austria's organised, as distinct from commercial and individual, export campaign is the Austrian Week which is held, usually annually, in different countries in Europe. Recently there has been a tendency to select EFTA members, with a view to aiding the build-up of this new market area. This year's display was in Copenhagen, under the joint organisation of the Austrian Economic Chamber and the City of Vienna, and included tourist as well as export publicity. Last year's was in Portugal and next year's will probably be in Britain, although plans are not sufficiently advanced to allow Austrian officials to make a definite announcement. There is also a possibility of some sort of campaign in Norway.

The organisation responsible for Austrian appearances at trade fairs and exhibitions is the Economic Promotion Centre, which exists within the Federal Economic Chamber, to which all businessmen must belong by law.

In general, however, Austria leaves export publicity largely to the exporter. This makes it certain that in her case, as in most others, a good many small individual efforts, such as exhibits in retail stores arranged by agents, are taking place without any widespread advance publicity.

DENMARK

Danish trade officials, even more than those of other EFTA members, gave the impression that trade promotion was a matter of individual effort and that EFTA was only one among many markets. One spokesman, in fact, reported his own observation that the division of Europe into two trading areas had the effect in many cases of creating a grim determination not to lose sales in the Common Market.

In Denmark itself, a good deal of publicity is being given to the techniques of trading within EFTA by Danish trade organisations, which have published booklets and are conducting courses on the customs rules involved. These are the province of the Federation of Danish Industries, the Chamber of Commerce and the farmers' organisation, all non-Government bodies.

No major Danish publicity abroad, however, is planned for the immediate future. One Danish representative suggested that the Danes are possibly less " exhibition-minded " than many other European trading countries. He added that current feeling in Denmark is so strongly in favour of a Six-Seven union that the time seems unpropitious for a promotion campaign concentrated on either area.

NORWAY

Of all the member countries, Norway seems to have the greatest consciousness of the benefit of belonging to EFTA, although here, too, the opportunity of entering the British market was advanced as the most attractive, with those of Sweden and Denmark fairly close behind. Norway has strong hopes that trade with these three countries will increase noticeably under the new tariff arrangements.

Norway's export campaigns are handled by an independent body, organised under Royal Charter but supported exclusively by exporters, called the Export Council of Norway. The Council maintains representatives in any country whose trade possibilities justify it—which includes most of Europe. Those in Austria and Switzerland were established, according to a Norwegian spokesman, as a direct result of membership in EFTA.

Another direct result is the determination of Norway to participate in more trade fairs and exhibitions than in her pre-EFTA days. The entire range of Norwegian production, which has been greatly diversified in the past decade by the strenuous efforts of Norwegian manufacturers, will be represented, but the main sales efforts will be concentrated on articles for which Norway is as yet little known. This list includes furniture, knitwear, fabrics, glass and china, tape recorders and adding machines, along with a great many other goods.

Norway's chief effort along these lines for the immediate future will be made in Britain, with a Norwegian Week centred on Tyneside, Teeside and Wearside, in the industrial north of England. This will run from 21st to 30th October.

PORTUGAL

Portugal's trade publicity abroad is limited in extent, Portuguese officials said, although the Export Development Board in Lisbon issues a weekly bulletin of information and encouragement to Portuguese exporters. Once again Britain appeared as the most attractive market and the arena for Portugal's only official c paign. This was described by a Portuguese trade official as consisting largely of the promotion of sales of canned fish, which in any case come under the terms of the Anglo-Portuguese Convention, and of wine.

Two important trade fairs are scheduled in Portugal in the near future, but both are aimed at increasing knowledge of Portuguese products in all markets, outside EFTA as well as in, and at giving foreign manufacturers a chance to show their goods to the Portuguese market.

The first of these is the Second International Fair at Lisbon, from June 9th to 23rd; the other is the Second International Textile Exhibition at Oporto, from July 15th to 30th. The fact that both of these were instituted after Portugal joined EFTA may well have significance in itself.

The June " Feira Internacional de Lisbõa ", however, will be organised by types of goods, rather than along national divisions.

At the textile exhibition some 25 per cent of the displays are expected to be Portuguese. They will include textile machinery, raw materials, manufactured cloth and ready-made clothes. The fair is being organised by the Associação Industrial Portuense, in Oporto.

SWEDEN

Sweden's plans for promoting EFTA sales are the most ambitious of all members except Britain. And Britain is again the market where Swedish hopes are highest.

(Continued on page 13)

The Secretariat has recently issued, in pamphlet form, a brief survey of EFTA's foreign trade in 1960. Besides chapters dealing with EFTA's world trade, trade with the EEC and intra-EFTA trade, the pamphlet contains detailed statistical tables on the direction of EFTA countries' trade in 1959 and 1960.

Greenland included in EFTA

The EFTA will, from 1st July, 1961, include Greenland. A declaration to this effect has been made today by the Danish Government. The application of the Convention to Greenland conforms with the policy of the Danish Government to promote by all means the economic and social advance of the Greenland community, numbering some 30,000 persons. Denmark had the right under the Stockholm Convention to secure the application of the Convention to Greenland by a simple declaration. The special economic, social and demographic conditions in Greenland, however, made it necessary to retain certain special arrangements in that area. These arrangements, which have been accepted by the other member States of EFTA, relate to the maintenance of the Greenland Equalisation Fund for the purpose of stabilising the income of Greenland producers, and to restrictions on the establishment and operation of business concerns in Greenland, which will continue to be conditional on Danish nationality and permanent residence in Greenland. Denmark shall retain the right to extend to Greenland at any time before 1st July, 1970, Danish customs duties and quantitative restrictions provided that such duties and quantitative restrictions shall be reduced and eliminated progressively in accordance with Articles 3, 10 and 11 of the Convention. At present all goods enter Greenland free of customs duty.

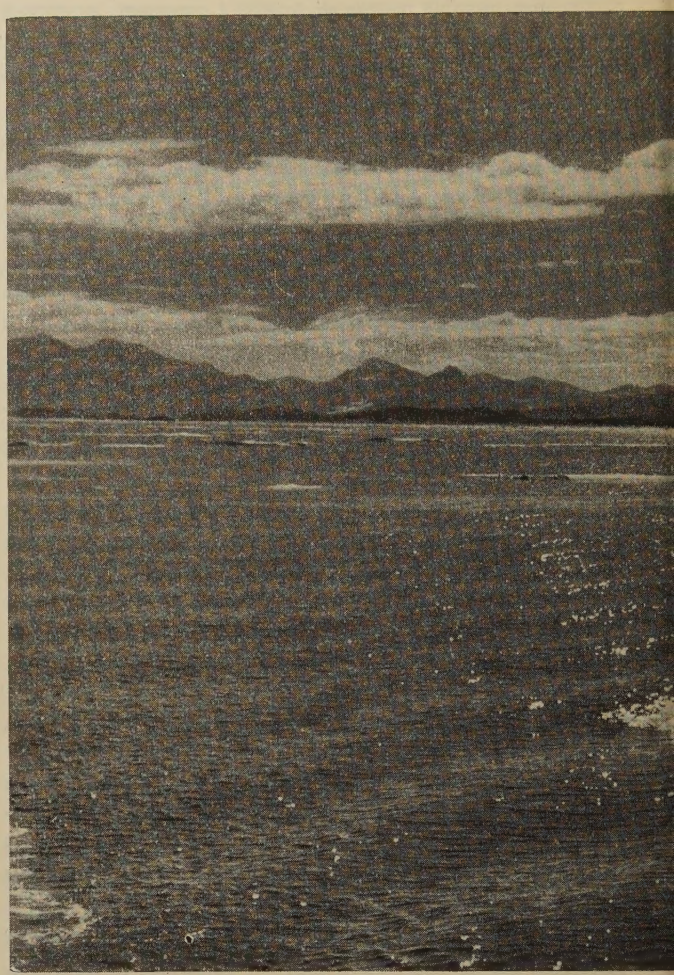
Economy in Transition

By Mr. J. O. Krag, Foreign Minister of Denmark

THE extension of the EFTA Convention to Greenland is an event of considerable importance to the people living in that part of Denmark in the Far North. The possibilities of economic enterprise in Greenland are naturally limited by its special geographical conditions. So it is particularly desirable to ensure favourable opportunities for the marketing of the narrow range of Greenland's products in order both to raise the standard of living of Greenland's population and to facilitate the economic development of the region.

Greenland to-day represents an economy in transition. Primitive customs meet with the advanced technique and pace of the Atomic Age. It is my hope that the inclusion of Greenland into the EFTA will open an era in which the progressive economic development of the Seven will reflect itself in the industry and trade of the Greenland communities.

FACTS ABO



The scenic coast of

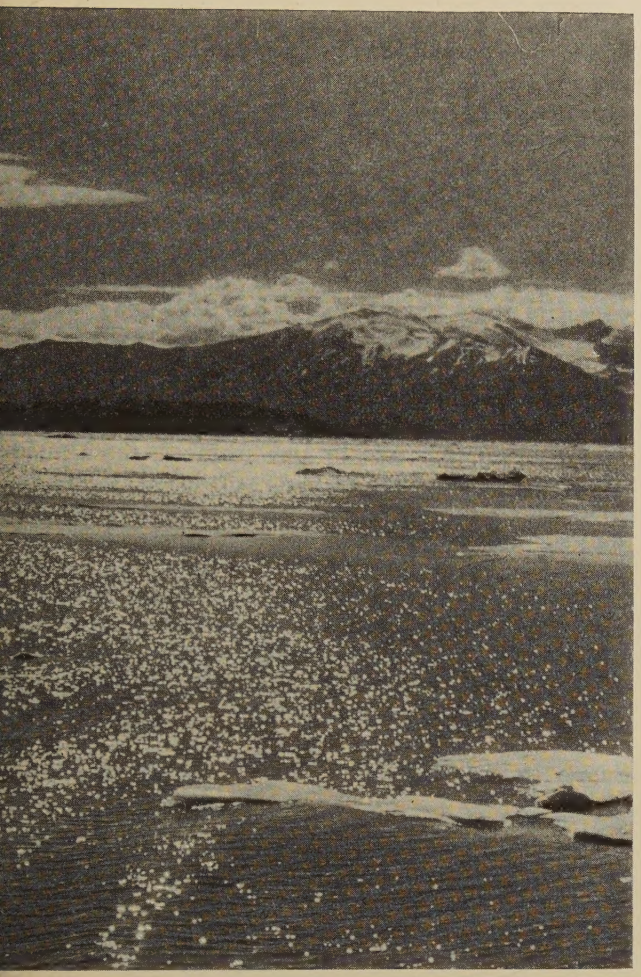
GREENLAND is the largest island in the world with an area of 840,000 square miles, of which 85 per cent is covered by ice. The island spans a distance as great as from Copenhagen to the middle of the Sahara Desert. Greenland's geographical situation implies the hardest living conditions in the world.

The population of Greenland to-day is about 30,000 people as compared with 21,000 in 1945. The main occupation is fishing and hunting.

In 1953, by an amendment of the Danish constitution, Greenland became part of the Danish realm on terms of complete equality with the rest of Denmark. The Greenlanders elect their own representatives to the Danish Parliament and have a Ministry of their own.

Up to the last war Greenland was deliberately sheltered from outside influences as efforts were made to safeguard the Greenland population and their culture. Only slowly and very gradually has a more modern way of life been allowed to develop. After the Second World War new and more progressive steps were taken to advance the Greenland community. Around 1950 new development plans were initiated and new laws on social and economic development,

GREENLAND



ld's largest island (Photo Hansen)

including programmes for education and improved health services, were passed in the Danish Parliament.

Greenland's Foreign Trade

Greenland's most important exports are naturally fish and fishing products. Greenland also exports cryolite. Other items of export are hides and furs, particularly fox and polar bear furs. Total exports in 1959 to countries other than the rest of Denmark amounted to 3,2 million U.S. Dollars, out of which 346,000 U.S. dollars went to EFTA countries.

Total imports in 1959 from countries other than the rest of Denmark amounted to 11,7 million U.S. dollars, of which other EFTA countries accounted for 520,000 U.S. dollars. Greenland does not for the moment form part of the Danish customs territory. No duties are levied on imports into Greenland, other than certain fiscal charges on such goods as alcoholic beverages, tobacco, and chocolate.

In the past the livelihood of the Eskimos in Greenland was primarily based on seal hunting. Less than half a century ago, however, the climate began to change and became milder. As a result the seal went north, whilst the cod made its appearance in the sea around Southern Greenland. It became more and more evident that seal-hunting would have to be replaced by fishing.

The stocks of fish in the waters around Greenland to-day appear to be rich, but cannot be exploited efficiently by the Greenlanders unless a change-over from rowing-boats and small motor vessels to sea-going cutters, and perhaps even larger craft, takes place. This calls both for investment of considerable sums, and for education and training. Shore plants to receive and process the fish are also needed as well as skilled labour to do the work. This change-over from a primitive, self-contained economy to a modern and complex economy and technology based on commercial exchange is not yet complete but is proceeding rapidly.

Until the revision mentioned above of the economic policy in Greenland the Royal Greenland Trade Department had an absolute monopoly of all trade and economic development in Greenland. Although no longer a monopoly, the Greenland Trade Department performs a vital task in the progressive economic development of the island to-day. It continues to have the obligation to ensure the necessities of life for the whole population in townships and settlements. It maintains navigation to and from Greenland and within Greenland. It operates salting-houses, cold-storage plants and canneries for fish products, conveys the products to Denmark and other markets and is in charge of sales, 90 per cent of which go to foreign markets. Economically, this part of its activities is carried out entirely for the account of Greenland producers, almost as though it were a cooperative enterprise. Fishermen and hunters receive fixed payments for their products, supplemented on a considerable scale by bonuses based on amount or quality. Wages and salaries of employees are paid through the production account in the same way, and in the case of manual workers there is an increasing employment of piece-rate payments or other premium systems. The products are marketed throughout the world, and the profits remaining after the payment of production costs, freight, marketing costs, etc., are credited to a special fund, which is reserved for the benefit of producers, and used in particular for stabilizing prices. In this way a natural economic relationship has been established, as well as a direct Greenland interest in productivity and efficient production and marketing.

In Greenland the Trade Department has warehouses at all places and runs about 90 general stores, including some very small ones at remote points, as well as modern department stores with self-service and a selection of goods such as would be found in any medium-sized town in Europe.

The Greenland Trade Department operates on the same lines as a private business and has since 1950 had competitors. There is now full freedom of wholesale and retail trade in the supply of goods to Greenland. It is estimated that private trade accounts for about 20 per cent of the total turnover. This trade is concentrated on luxuries and profitable articles, and on the larger centres with bigger sales potentialities. Thus it is calculated that in Gotthåb, the capital, private business does about 45 per cent of the retail trade.

Patterns of Production and Trade

COCOA

COCOA beans, a tropical product, are mainly produced in two areas—West Africa and Brazil. About half of world production now comes from two West African members of the Commonwealth, Ghana and Nigeria. Ghana alone has contributed over a third of the world crop over the past two seasons and Nigeria this season has overtaken Brazil as the second largest producer. Two former French overseas territories in Africa—Ivory Coast and Cameroun—are also sizeable producers of raw cocoa. Between them these five countries account for about eighty per cent of world cocoa production. The few other producers of any size include Spanish Guinea, which sends all its crop to Spain, Ecuador and the Dominican Republic.

None of these producers consume much of their crop themselves, as the people of tropical areas hardly consume any chocolate and it is in the form of chocolate that a large proportion of the world's cocoa is eaten. They export the bulk of it either in its raw state as cocoa beans, or semi-processed in the form of cocoa butter, powder or cake. The main markets are the United States and the countries of Western Europe. The United States consumes more than any other single country; last year it absorbed about 215,000 tons of cocoa beans or nearly one quarter of total world imports. In Western Europe the biggest consuming countries are the United Kingdom, West Germany and France. The Netherlands, a big importer of raw cocoa, processes the bulk of this for re-export. Between them the thirteen nations of the EEC and the EFTA consumed about 385,000 tons of cocoa beans in 1960. This was about forty per cent of total world consumption.

Preferential treatment

These Western European countries have imposed various levels of duty on cocoa in the past. On the whole these have not been unduly restrictive to trade. In Western Germany, the largest single European importer, the present tariff is ten per cent. In France at one time after the last war a preference of twenty five per cent was in operation in favour of French overseas territories; but this was discontinued in favour of quantitative restrictions which were in turn replaced, in March 1959, by a three per cent preferential tariff. The United Kingdom provides a small preference for Commonwealth cocoa producers. The EEC has now fixed its common external tariff for cocoa at nine per cent; preferential treatment will be given to associated African territories.

Motor cars will form the subject of the next article in this series of independent studies of the present patterns of production and trade for a number of key commodities. The articles in this series include an assessment of future prospects, and consider the implications of European trade developments.

The first article, published in the May issue of the Bulletin, dealt with Aluminium.

The EEC now constitutes the largest cocoa market in the world taking thirty per cent of total world imports. It is an important market for Commonwealth cocoa producers, and the creation of tariff discrimination against them could work to their disadvantage, for the territories associated with the EEC are increasing their production and can be expected to send as much as possible to their preferential markets. Nor is the EFTA market likely to be able to compensate for any losses in sales to the EEC countries the Commonwealth countries may suffer; for it is a much smaller one. In 1960 the seven EFTA countries only imported 110,000 tons of cocoa beans altogether as compared with 275,000 by the Six. And their demand is not expanding. Seventy per cent of their consumption was by one member, the United Kingdom. Here consumption per head is already higher than in the United States and is probably approaching saturation point, and there does not seem to be much prospect of growth in the demand of other EFTA countries. Switzerland and the three Scandinavian members already have a high per capita consumption; and the potentialities of the Austrian and Portuguese markets are limited by the small size of the two countries' populations.

Supply exceeds demand

What then is the likely impact of the emergence of the two European trading groups on the pattern of the cocoa trade between Europe and Africa? Any assessment must take account of the general outlook for world demand and supply. In the first ten years after the war raw cocoa was in short supply and prices rose sharply. This stimulated yields in producing countries. Over the past three seasons the average annual world crop has been about one million tons compared with about 750,000 tons a year between 1950 and 1953. The growth in cultivation of high yielding plants and the more systematic fight against pests and diseases in the pods have contributed to this huge expansion. In the current 1960/61 season the world crop looks like reaching an all time record of just under 1.2 million tons. World consumption is also expanding, but at a slower rate; the average annual rate of increase in consumption is estimated to be only between six and nine per cent, compared with a 15 per cent rise in production. Over the past few years supplies have greatly exceeded demand and prices have fallen sharply. The current cocoa price of about £150 a ton compares with an average last year of £225 and a 1958 level of over £350.

Clearly if this situation persists exports diverted from the Six may be hard to sell in other markets. What are the prospects that demand and supply may eventually move into closer balance ? In the long run they seem very good. The low price of cocoa should encourage higher consumption in areas where it is at present very low. The countries of Eastern Europe at present import only some 50,000 to 60,000 tons a

THE STOCKHOLM CONVENTION EXAMINED

Part 4 — Area Tariff Treatment

IT has already been remarked that the benefits of the reduction and elimination of import duties in accordance with Article 3 of the Convention are to be accorded to goods " eligible for Area tariff treatment in accordance with Article 4 ". This phrase is another of the terms of art used in the Convention, a convenient way of referring to the two different kinds of rule with which goods must comply in order to enjoy the tariff advantages accorded under the Convention.

The two legs on which eligibility for Area tariff treatment stands are the consignment rule and the origin rules. Both are stated in paragraph 1 of Article 4. The consignment rule is short and simple—the goods must be consigned from the territory of one Member State to the territory of another Member State. The origin rules are also stated relatively briefly, but this statement represents the visible part of a large iceberg, the body of which is set out at considerable length in Annex B to the Convention and the four Schedules which accompany it.

The Rules of Origin

The concept of the origin rules is in itself simple. Goods can qualify as of Area origin if they have been wholly produced within the Area of the Association, or have been produced within the Area of the Association by one of the specified processes, or if the value of any materials used in them, imported from outside the Area of the Association, does not exceed 50 per cent of the export price of the goods. To a very large extent traders can choose for themselves under which of the three rules they will seek to qualify their goods; the exceptions are those goods which are covered by Schedule II to Annex B, where the goods must be either wholly produced in the Area of the Association or produced by one of the processes listed in Schedule II.

These three rules are supplemented by the Basic Materials List (Schedule III to Annex B). The materials in this list are regarded as being of EFTA origin whether or not they have in fact been imported from outside the Area of the Association. This is of particular importance in calculating the proportion of non-EFTA materials under the 50 per cent rule, since it means that goods incorporating as much as 90 per cent by value of materials imported from outside EFTA may nevertheless in practice obtain the benefits

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COCOA *(Continued from page 10)*

year and their offtake could easily double over the next ten years. There is also scope for expansion in Asia, Central and South America and the Far East, though no spectacular increases seem likely, for consumption in tropical and sub-tropical areas will probably never be high. The present price, if it were maintained long enough, could even stimulate an increasing usage in countries where consumption is already high.

Future prospects

Meanwhile, in the short run—say the next five years—it seems unlikely that there will be any great change in the pattern of trade. It will take time for expansion of production in the associated territories to grow to a level that would cause serious trade losses to other producers. Furthermore the current rapid growth of the EEC market (whose consumption of cocoa beans is expected to be 25,000 tons more this year than last) should not be overlooked. Over the next ten years that market looks like growing faster than any other except perhaps that of Eastern Europe and there may be room—at least for some years—for a high level of imports from all African suppliers. Moreover if the present surplus persists there is a fair chance that output may be restricted by international agreement. The F.A.O. Cocoa Study Group (in which the major producing and consuming countries can all participate) recently met in Ghana and recommended a price stabilisation scheme for cocoa based on an ' export quota ' system. The Group also set up a committee to study ways of boosting world cocoa consumption.

The outlook for cocoa producing countries not associated with the EEC is thus not as black as it is sometimes painted. It does seem realistic to allow for some eventual loss of trade between these countries and the Common Market, although given favourable circumstances Ghana and Nigeria should find additional outlets elsewhere. Taking a long view the growth of world demand should be sufficient to allow these countries to sell more cocoa than in the past, even if the distribution of their exports changes.

Studies of the Stockholm Convention

This is the fourth of a series of studies written by an official in a personal capacity. The purpose of this series is not only to clarify for the general reader some of the more complicated and technical aspects of the Convention, but also to indicate the basic ideas which, in the author's view, underlie its various provisions.

The next article, to be published in the July isssue, will deal with the deflection of trade. It is proposed to reprint these articles later in pamphlet form.

THE STOCKHOLM CONVENTION EXAMINED

(Continued from page 11)

of the EFTA tariff reductions. This is important because it means that over a wide range of products the existence of the origin rules does not in any way oblige EFTA manufacturers to turn away from their traditional suppliers of raw materials in other parts of the world, especially their suppliers in the less-developed primary-producing countries.

Annex B to the Convention and the four Schedules spell out the details of these rules. The way in which these rules work has been described more fully elsewhere, however, and it is not necessary to an understanding of the Convention to dwell on this aspect.[14]

A number of other points in Article 4 need to be noted. First, the origin and consignment rules are related solely to Articles 3 to 7 of the Convention; that is to say, they relate to the reduction and elimination of import duties and the protective element in revenue duties. They do not relate to the obligations concerning export duties or quantitative import or export restrictions, where even more liberal rules may be, and are, applied by the Member States.

Simplification and more liberal treatment

Secondly, as is made clear in paragraph 3 of Article 4, the origin rules represent a minimum obligation; goods which comply with the rules must be accepted as eligible for Area tariff treatment, but nothing prevents a Member State from according Area tariff treatment more liberally, provided that it treats imports from all other Member States equally. This provision was included in the same spirit as the provisions in Article 3 and elsewhere in the Convention, allowing Member States to go farther and faster than the minimum obligations in the Convention require.

Thirdly, paragraph 6 of Article 4 obliges the EFTA Council to watch over the working of the origin rules and to make such modifications as may be necessary or desirable to ensure their smooth working and to make them simpler and more liberal. These modifications can be made under the powers of amendment given to the Council in paragraph 5, such amendments requiring a unanimous vote because they can modify the obligations of Member States, but not requiring the complicated procedures which the use of Article 44 —the general amendment provision in the Convention —would necessitate. In fact the Council has already made extensive use of these powers of amendment, adding new items to the Process Lists and the Basic Materials List, clarifying the detailed provisions and simplifying the procedures, so as to increase the opportunities open to traders to qualify their goods. [15]

Need for Origin Rules

It remains to explain why it should be necessary to have origin rules at all. The necessity for such rules springs directly from the nature of the Association. As a free trade area, EFTA represents an agreement among a group of countries to extend certain advantages to each other on a reciprocal basis. The importance of this reciprocity has already been explained in the examination of the Preamble and Objectives of the Convention. In effect, the origin rules define the area in which the reciprocal advantages are to be applied, so far as the reduction and elimination of tariffs is concerned. Without the origin rules, and assuming that only a consignment rule was applied, the industrial products of countries outside EFTA could enter the Association through any Member State where the relevant external tariff was low or zero, and could then be passed on to another Member State at the EFTA rate of duty. This would mean that, so long as any Member State retained low or zero duties on its imports from countries outside EFTA (as, under a free trade area agreement, it is entitled to do), the higher duties of other Member States would be bypassed and undermined; the benefits which the Member States had agreed to accord to each other would, in effect, be accorded to every other country too, without any corresponding benefits being given by those other countries in return.

The Treaty of Rome tackles this point in another way. Since the European Economic Community is a customs union, it defines the area within which tariff benefits are reciprocally exchanged by erecting round it a common external tariff; ultimately all the members of EEC will apply exactly the same import duties on imports from third countries, and goods which have paid duty on import into one member country will be able to pass on freely into any other. Both the EFTA and the EEC techniques have their advantages and disadvantages; EFTA chose the technique of a free trade area, with its concomitant origin rules, because the Member States felt that this approach was more suitable for adoption by a group of countries, some of which have traditionally low tariffs and all of which depend heavily on imports from other countries throughout the world, which they do not wish in any way to see reduced.

[14] See for example "Outline of EFTA Origin System", EFTA Bulletin, April, 1961, pp. 10-11.

[15] See Decisions of the Council Nos. 2, 6, 7, 16, 17, 19, 20, 22 25 and 27 of 1960 (EFTA Bulletin, February, 1961, pp. 7-10),

EFTA INFORMATION OFFICE IN USA

In the United States enquiries about EFTA should be addressed to: European Trade Free Association; Washington Information Office, Suite 622, Sheraton Building, 711 Fourteenth St., N.W., Washington 5, D.C.; Telephone: EXecutive 3-6015.

EFTA ASSOCIATION OF COMMERCE

The formation of an EFTA Association of Commerce was announced in London on 18th May in the following terms:

In their desire to develop trade between the countries of the European Free Trade Association, the organisations concerned with Chamber of Commerce affairs in the seven countries have agreed to establish the EFTA Association of Commerce.

The members of this Association are:

Austrian Federal Chamber of Commerce

Copenhagen Chamber of Commerce

Federation of Norwegian Commercial Associations

Lisbon Commercial Association and Chamber of Commerce

Chambers of Commerce Committee, Stockholm

Swiss Union of Trade and Industry

Association of British Chambers of Commerce.

The EFTA Association of Commerce will meet from time to time to discuss their mutual interests. They will also seek practical solutions for any difficulties which may restrain commerce either within the area of the ' Seven ' or with other countries.

The Secretariat of the Association is in London at the Association of British Chambers of Commerce, (68, Queen Street, London E.C. 4.), but its meetings will take place in turn in the members countries. It is hoped to hold the first meeting of this important new Association towards the end of the year when a general plan of action will be discussed. Meanwhile contacts will be maintained and strengthened with other international bodies working for equally desirable ends.

The EFTA Association of Commerce should provide a useful meeting place for the EFTA partners and a further bridge across the gap between them and the European Economic Community. It will report regularly to the International Chamber of Commerce organisation in Paris, which similarly receives reports from the equivalent Association in the European Economic Community.

EXPORT PROMOTION INSIDE EFTA...

(Continued from page 7)

A two-year sales drive covering many fields of production was launched in Britain in January of this year under the name " Sweden Comes to Britain 1961-62 ". Between 400 and 500 Swedish firms will take part, selling furniture, textiles, plastics, building materials, engineering equipment, office machinery, clothing, glass, porcelain, kitchen equipment and gadgets.

Exhibitions of Swedish furniture and town planning have already taken place. Still to come are Swedish displays at the International Plastics Exhibition in London, June 21st to July 1st; an exhibition of Swedish design at the British Council of Industrial Design's London Design Centre by Svensk Form, Sweden's equivalent body—this will coincide with a British display at Svensk Form in Stockholm, in September; a display of Swedish building materials at the Building Exhibition in London, November 15th-29th; and a travelling exhibition called " Sweden at Home and at Work ", which will start early in 1962. The furniture, textiles, glass and porcelain, office equipment and other products it contains will be chosen by the Swedish Society of Industrial Design.

The final display, planned for the spring of 1962, is an engineering exhibition. An airlift allowing British industrialists and buyers to see Swedish industry at work on the spot is also being considered.

No other EFTA member will receive such extensive attention, but Swedish officials report a great deal of general talk in Sweden about EFTA, in the speeches and public statements of officials, businessmen and industrialists. One trade representative suggested that more attention might be concentrated on EFTA opportunities when their advantages became better known. Like the officials of other member countries he made the point that the EFTA union is still young.

In the meantime, however, a new Swedish Chamber of Commerce has been established in Austria and there is some talk of a permanent design centre in London for the exhibition of Swedish products of the type which at present account for only a small proportion of Sweden's exports to Britain.

SWITZERLAND

Swiss officials, of all the EFTA representatives interviewed, displayed perhaps the greatest export sophistication and confidence. Swiss businessmen, they pointed out, resent Government interference in their activities to the point of accepting assistance in the organisation of exhibitions and advertising only in special circumstances. The independent but grant-aided Office de l'Expansion Commerciale provides for the small manufacturers, who could not afford foreign tours and exhibitions on their own, and the large firms look after themselves.

No need is felt in Switzerland for a campaign to publicise the advantages to be gained from the terms of the Stockholm Convention—all Swiss businessmen worthy of the name are fully aware of these opportunities. Despite the much-quoted Swiss dislike for official interference, however, the strongest call for more EFTA information and official action was made by the Swiss officials. Otherwise, they appeared to echo the attitude of most other countries except Britain that export campaigns should depend largely upon the enthusiasm of exporters.

UNITED KINGDOM

Britain's plans for EFTA publicity are more extensive than those of most other members largely because of the current

FORMAL DECISIONS OF THE COUNCIL

Decision No. 9: External Auditors: Amendment to the Financial Regulations.

Adopted at the fourteenth meeting of the Council on 26th April, 1961, under the provision of Article 34 of the Convention.

In this Decision, the Council amends the provisions of the Financial Regulations concerning External Supervision and provides that the external supervision shall be made by two External Auditors designated by the Member States in turn.

Decision No. 10: Seaweed Meal: Amendment of Schedule I to Annex B, and of Annex D, to the Convention.

Taken at the fourteenth meeting of the Council on 26th April, 1961, under paragraph 5 of Article 4 and paragraph 1 of Article 21 of the Convention.

This Decision made certain amendments to the Convention following the opinion of the Customs Co-operation Council in Brussels that seaweed meal falls in heading 14.05 of the Brussels Nomenclature. The qualifying process prescribed for seaweed meal under heading 23.06 in Schedule I to Annex B to the Convention was replaced by a process of equivalent effect under heading 14.05; and the reference to seaweed meal under heading 23.06 in Annex D, which was no longer appropriate, was deleted.

Decision No. 11: Prolongation of Origin Criteria subject to a Time Limit.

Taken at the fifteenth meeting of the Council on 3rd May, 1961, under the provisions of paragraph 5 of Article 4.

The Council decided that certain qualifying processes for the manufacture of yarn, which were originally to operate only until 30th June 1961, should be maintained until 31st December 1961, and that the qualifying processes and basic materials of which the validity was originally limited to 31st December 1961, should be retained until 31st December 1962.

The qualifying processes of which the validity was to expire on 30th June, 1961 included certain processes for textile goods and garments; for raw hides and leather; for some chemical and plastics products; and for all types of goods falling in Chapters 84 to 90 of the Brussels Nomenclature (e.g., machinery, electrical equipment, vehicles, optical and scientific instruments, etc.). The basic materials concerned are certain iron and steel products.

EXPORT PROMOTION INSIDE EFTA...

(Continued from page 13)

necessity of increasing all her exports to all markets. In recent months a considerable number of organisations, official and unofficial, have been set up, dedicated to the improvement of British exports. Some of these are particularly interested in EFTA.

One of the most thorough and businesslike in its approach is the Export Council for Europe. This organisation is composed of representatives from British industry, the Government and trade unions. Its activity to date has consisted of sending fact-finding missions abroad, which have now covered all the EFTA countries (except Finland) as well as Ireland and some members of the Common Market.

Apart from general plans for publicity, Britain's largest single EFTA campaign is in Sweden, where the British Trade Fair in Stockholm (May 18th to June 3rd) will be the focal point of a British attempt to " saturate " Sweden with awareness of British products. The fair is being undertaken by the Export Council for Europe and the Federation of British Industries, which will also be responsible for the accompanying programme of promotion in and around Stockholm. The fair itself, which will be the biggest Britain has ever sent abroad, will cover 275,000 square feet of exhibition space, include a Danish, Swedish and Norwegian Day and be covered by both Swedish and British broadcasting companies.

A similar fair in one of the other EFTA members may be organised next year, but no official announcement has yet been made.

On a smaller scale, for lack of money rather than enthusiasm, are the displays organised abroad by Britain's Council of Industrial Design, which also provides room for such events as the Swedish Design Exhibition which will take place in October as part of the " Sweden Comes to Britain " campaign. The Council's aim is to convince the rest of Europe that modern British design has replaced the traditional goods which were stock British purchases in such markets as Sweden, where they have now been superseded by consumer goods more in the contemporary vein.

Part of the Council's activities in this direction consists of organising displays in retail stores, with the co-operation of the store itself or, as in Copenhagen recently, with the British Importers Union there, in the Industrial Art Centre. The Council also assisted in the selection of British products to be displayed at the Industrial Design Exhibition which was held in Geneva in March and April, under the joint sponsorship of the Geneva Junior Chamber of Commerce and the Société Economique de Genève.

Also in Geneva will be the permanent exhibition of British goods which is to be set up in June as a commercial venture to publicise several British products. This, like the Council's displays, will be aimed at increasing consciousness of British modern design.

FINLAND

Finnish officials displayed great interest in publicising their products within EFTA, again particularly in Britain, but pointed out that their association with EFTA is still too recent to permit concrete announcements. They were, however, prepared to say that plans are being made for campaigns both at home and abroad—at home to announce the benefits of the Stockholm Convention and abroad to publicise the advantages of Finnish goods. Their efforts, like Norway's, will be directed largely at advertising Finland's consumer products, which are only beginning to be known abroad.

The only firm plan for displays abroad is the Finnish Design Exhibition which will open in London in September. This

Direction of EFTA's Trade in 1959 and 1960.

Values, percentage shares and visible trade balances.

IMPORTS FROM/ EXPORTS TO	IMPORTS (c.i.f.)				EXPORTS (f.o.b.)				VISIBLE TRADE BAL. (Exports minus imports)	
	1959		1960		1959		1960		1959	1960
	U.S. $ Million	% Share	U.S. $ Million	% Share	U.S. $ Million	% Share	U.S. $ Million	% Share	U.S. $ Million	
O.E.E.C. countries comb.	**9,471.5**	**47.3**	**11,039.5**	**47.8**	**7,654.0**	**45.0**	**8,637.8**	**46.6**	**—1,817.5**	**—2,401.6**
EFTA	**3,242.0**	**16.2**	**3,730.9**	**16.2**	**3,041.6**	**17.9**	**3,501.2**	**18.9**	**—200.4**	**—229.8**
Austria	107.8	0.5	135.0	0.6	124.6	0.7	157.0	0.8	+16.8	+22.0
Denmark	562.5	2.8	624.0	2.7	488.1	2.9	531.1	2.9	—74.4	—92.8
Norway	333.3	1.7	407.2	1.8	480.4	2.8	536.4	2.9	+147.1	+129.2
Portugal	67.7	0.3	77.3	0.3	100.5	0.6	113.5	0.6	+32.8	+36.2
Sweden	779.5	3.9	940.1	4.1	577.7	3.4	705.5	3.8	—201.8	—234.6
Switzerland	287.6	1.4	343.6	1.5	256.1	1.5	270.9	1.5	—31.5	—72.7
United Kingdom	1,103.6	5.5	1,203.8	5.2	1,014.2	6.0	1,186.7	6.4	—89.4	—17.1
E.E.C.	**5,613.6**	**28.0**	**6,567.2**	**28.4**	**3,943.9**	**23.2**	**4,424.9**	**23.9**	**—1,669.7**	**—2,142.2**
Germany F.R.	2,629.2	13.1	3,140.5	13.6	1,737.9	10.2	1,967.5	10.6	—891.3	—1,173.0
Belgium Luxembourg.	473.9	2.4	574.8	2.5	392.0	2.3	431.5	2.3	—81.9	—143.3
France	796.9	4.0	983.7	4.3	530.3	3.1	572.9	3.1	—266.6	—410.7
Italy	726.7	3.6	788.7	3.4	680.2	4.0	796.8	4.3	—46.5	+8.1
Netherlands	986.9	4.9	1,079.5	4.7	603.5	3.5	656.3	3.5	—383.4	—423.2
Other O.E.E.C. countries	**616.0**	**3.1**	**741.3**	**3.2**	**668.7**	**3.9**	**711.7**	**3.8**	**+52.7**	**—29.6**
Spain	203.6	1.0	278.1	1.2	140.8	0.8	158.7	0.9	—62.8	—119.4
Other	412.4	2.1	463.2	2.0	527.8	3.1	553.1	3.0	+115.5	+89.8
Finland	282.0	1.4	368.9	1.6	238.0	1.4	317.0	1.7	—44.0	—51.9
Eastern Europe	**725.6**	**3.6**	**849.3**	**3.7**	**586.0**	**3.4**	**696.5**	**3.8**	**—139.7**	**—152.7**
U.S.S.R.	314.1	1.6	369.6	1.6	207.4	1.2	268.2	1.4	—106.6	—101.4
Latin America	**1,260.8**	**6.3**	**1,272.5**	**5.5**	**830.9**	**4.9**	**903.4**	**4.9**	**—429.9**	**—369.1**
United States	1,845.5	9.2	2,641.2	11.4	1,749.1	10.3	1,592.0	8.6	—96.4	—1,049.2
Canada	1,002.9	5.0	1,201.1	5.2	673.9	4.0	693.0	3.7	—328.9	—508.0
Japan	196.2	1.0	210.0	0.9	132.7	0.8	134.4	0.7	—63.5	—75.5
Other countries	5,231.4	26.1	5,498.7	23.8	5,137.6	30.2	5,558.5	30.0	—93.8	+59.8
World	**20,015.8**	**100.0**	**23,081.0**	**100.0**	**17,002.2**	**100.0**	**18,532.7**	**100.0**	**—3,013.6**	**—4,548.3**

Note: Totals and the sum of individual figures may not agree due to rounding.
Source: O.E.E.C. Statistical Bulletin, Series A.

EXPORT PROMOTION INSIDE EFTA...

(Continued from page 14)

will cover furniture, fabrics, glass and porcelain, cutlery, lighting fixtures and similar articles. It is now on show in Zurich.

1961 TRADE FAIRS IN EFTA COUNTRIES

(Source : Board of Trade)

May 31st-June 11th — International Trade Fair (Expo-Öresund), Öresund, Sweden.

June 9th-23rd — International Trade Fair, Lisbon.

August 30th-September 10th — 19th St. Erik's Fair, Stockholm.

September 3rd-9th — International Autumn Trade Fair, Vienna.

September 23th-October 1st — 29th Export and Samples Fair, Innsbruck, Austria.

September 30th-October 8th — International Autumn Fair, Graz Austria.

Specialised Fairs

September 30th-October 7th — International Water and Sewage Purification Exhibition, Basle, Switzerland.

September 2nd-10th — International Exhibition "Dagens Hushall", Gothenburg, Sweden.

October 25th-November 5th — Salon des Arts Ménagers, Geneva.

August 11th-27th — International Maritime Exhibition (Sjöfart 61), Helsinborg, Sweden.

September 22nd-October 1st — International Plastics Fair, Copenhagen.

July 14th-23rd — 13th International Export and Samples (Textiles) Fair, Dornbirn, Austria.

EUROPEAN FREE TRADE ASSOCIATION

Published by the Information Department, European Free Trade Association, *Geneva, Switzerland.*
Printed by Imprimerie H. Studer S.A., Geneva, for the European Free Trade Association.